

***Epic Games, Inc. v. Apple Inc.*, Case No. 4:20-cv-05640-YGR-TSH (N.D. Cal.)**
Summary Pursuant to Federal Rule of Evidence 1006

Etsy, Inc.
Consolidated Statement of Operations
2013-2019

(USD 000s)	2013	2014	2015	2016	2017	2018	2019
Revenue	125,022	195,591	273,499	364,967	441,231	603,693	818,379
Cost of revenue	(47,779)	(73,633)	(96,979)	(123,328)	(150,986)	(190,762)	(271,036)
Gross profit	77,243	121,958	176,520	241,639	290,245	412,931	547,343
Operating expenses:							
Marketing	(17,850)	(39,655)	(66,771)	(82,248)	(109,085)	(158,013)	(215,570)
Product development	(27,548)	(36,634)	(42,694)	(55,083)	(74,616)	(97,249)	(121,878)
General and administrative	(31,112)	(51,920)	(68,939)	(86,180)	(91,486)	(82,883)	(121,134)
Asset impairment charges	—	—	—	(551)	(3,162)	—	—
Total operating expenses	(76,510)	(128,209)	(178,404)	(224,062)	(278,349)	(338,145)	(458,582)
Income (loss) from operations	733	(6,251)	(1,884)	17,577	11,896	74,786	88,761
Operating margin percentage	0.6%	-3.2%	-0.7%	4.8%	2.7%	12.4%	10.8%

Sources:

Etsy Form 10-K for the fiscal years ended December 31, 2015-2019.